



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #230

Jim Harshaw Jr Solo -P2+E2=S2

Do you ever look at your life and think to yourself, "I thought I'd be farther ahead by now." Do you ever feel out of balance? Out of alignment with the life you want to live? There's a simple process that you can use-- a formula-- that will bring you clarity of action, peace of mind and a plan for a life lived with intention and purpose so that you can get to the next level. Listen now or download the action plan at JimHarshawJr.com/ACTION

Quotes

"Look far out in your calendar and block time out for your Productive Pause. Otherwise, you're going to do the same thing today tomorrow for no better reason than because that's what you did yesterday. That's called drifting."

"The Environment of Excellence is people, but it's also media, your internal and external self-talk and the space you surround yourself with."

About Goal-Setting and Planning For The Year 06:11- 07:25

"Whenever I do my goal-setting and planning for the year, it allows me to create goals and a plan to structure my life so that I can spend the appropriate amount of time with my kids, my wife, with God, etc. It forces me to make a plan, so I'm not drifting. I can be intentional. That's the work I do with clients, being intentional. If you feel out of balance, out of alignment, uncertain about the future and you want clarity, you're not sure what the next step is, this is the process. I take my own medicine. This is a productive pause. If you've been listening for any length of time, you know what it is. When I ask my podcast guests, 'What is the one habit you do that you feel is the most responsible for your success?' It's never doing the thing. For the athlete, it's never the training. For the writer, it's never the writing. It's always some version of getting off the treadmill of life, not doing, but thinking and planning.

A productive pause is a short period of focused reflection around specific questions that leads to clarity of action and peace of mind."

About The Top Six Productive Pause Questions 10:08 - 12:00

1. What is the one thing I'm not doing right now that I should?
2. What if, hypothetically, what I think is impossible really is possible? What would I have to do to make that happen?
3. What would _____ do? What would my hero do? What would my mentor do? What would somebody who I really look up to, somebody who's successful, somebody who's already done what I want to do, somebody who always gives me great advice, what would they do?
4. What's the 20% that's giving me 80% of results?
5. What's the one thing that if I get that done, will make everything else easier?
6. What advice would I give someone else in this situation?

About P2+E2-S2 Formula 17:04 - 23:07

"P2 means **P**roductive **P**ause.

What is E2? About a year and a half ago, I joined this group called [F3](#). I've talked about these guys before. Fitness, Fellowship, and Faith. It's a men's workout group but the mission is the plant, grow and serve small men's workout groups for the invigoration for male community leadership. I joined this group and now, I'm surrounded by like-minded men who are willing to work out, for example, at 5.30 in the morning. A couple of days ago, I worked out in the snow. It was bitter cold, obviously below freezing. It was ice, basically. It's dark and we're bundled up, and we did a hard workout to the point I had to strip layers off because I was sweating. Who does that? Not very many people are willing to do that. I got a neighbor, we both ran eight and a half miles to a workout, and then we did the workout. These men have made me better. They are part of my **E**nvironment of **E**xcellence.

S2 is **S**uccessX2. I've seen this formula play out in my life, in the lives of my podcast guests, my friends, and my clients. I'm giving Jared Kahmar the credit for this formula."

Productive Pause (P2) + Environment of Excellence (E2) = Success X2 (S2)

About Intrinsic Versus Extrinsic Motivation 14:51 -16:05

People always talked about making your goals public. I believe in that too, to a point. Here's where it's a point of diminishing returns and here's where making your goals public is not good. We all know, we've all heard, we've all read and we've all been told that intrinsic motivation is better than extrinsic motivation. Intrinsic motivation is something that comes from inside, versus extrinsic motivation, like somebody is making you do it. Think about wanting to learn, wanting to read a book because it's something you really want to learn about versus extrinsic where you were in school and your teacher tells you you have to do it because you're going to be tested on it. When you share your goals, there's a switch that goes from intrinsic to extrinsic. Keep yourself intrinsically motivated by not sharing them too broadly, maybe just with a select few people, or certain goals with certain people."

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